

North Carolina District Review

May, 2007

U.S. Small Business Administration
North Carolina District

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MOST ACTIVE LENDERS FY 2007

OCTOBER 1, 2006 THROUGH APRIL 30, 2007

<u>LENDERS</u>	<u>7(a)</u>	<u>504</u>	<u>Total</u>	<u>\$ Amount Millions</u>
Large and National Banks				
1. Bank of America	182	4	186	\$ 7.5
2. Capital One Federal Savings	102	0	102	\$ 5.0
3. BB&T	52	2	54	\$ 18.5
4. Wachovia Bank	36	4	40	\$ 22.0
5. Bank of Granite	29	0	29	\$ 4.7
Community Express Lenders*				
1. Superior Financial Group, LLC	157	0	157	\$ 1.4
2. Business Loan Express	39	0	39	\$ 1.2
2. Innovative Bank	39	0	39	\$ 0.6
Community Banks				
1. Surrey Bank & Trust Company	32	0	32	\$ 3.4
2. New Century Bank	12	0	12	\$ 8.7
3. Bank of Stanly	9	1	10	\$ 1.9
Small Business Lending Companies				
1. CIT Small Business Lending	34	1	35	\$ 18.4
2. Self-Help Credit Union	26	0	26	\$ 1.6
Certified Development Companies				
1. Self-Help Ventures Fund		41	41	\$ 21.0
2. Business Expansion Funding Corp.		19	19	\$ 11.3
3. Centralina Development Corp.		16	16	\$ 9.4

*Only SBA CommunityExpress loans are tabulated in this category.

SBA NATIONAL AWARD FOR NORTH CAROLINA LENDER

Asheville-Buncombe Development Corporation (ABDC) of Weaverville, NC was honored by the SBA in Washington, DC last month for outstanding small business lending performance and commitment to assisting small business with their financing needs. ABDC was named The National Small 504 Loan Lender of the Year.

"We are proud to recognize ABDC with this award," said Lee Cornelison, SBA North Carolina District Director. "Bob Kendrick is a great example of a North Carolina lender that encourages the creation and development of small businesses and jobs."

"We appreciate this recognition for our efforts to improve the economies in the communities we serve," said Bob Kendrick President/CEO of ABDC. "This would not have been possible without our terrific banking and lending partners and their support."

SBA REQUESTS LENDER COMMENTS ON SOP 50-10

SBA has announced an initiative to update the SOP 50-10, the main lending guide for SBA programs.

As part of Phase 1 of the Modernization Project, SBA is soliciting input from lenders and SBA employees. This is your opportunity to provide feed back on how the SOP can be improved.

Suggestions can address any aspect of the SOP:

- ◆ STRUCTURE
- ◆ CONTENT
- ◆ ADDITIONAL MATERIAL you think might be useful
- ◆ TECHNOLOGY ISSUES

Comments on other topics are also welcome. Send comments to: MSOP50-10modernization@sba.gov.

LENDER TRAINING - SBA GUARANTY PURCHASE & LIQUIDATION

SBA will be offering telephone/web training pertaining to guaranty purchases as well as the newly revised liquidation regulations. Please forward this announcement to the appropriate staff at your organization.

Training will be held on **Thursday, May 17, 2007 at 10:00 am - 12:00 noon (ET)**

Training will be conducted via Ready Talk which is web-based video support for a conference call. You will need to dial in on the phone AND sign in on the web simultaneously):

FOR THE AUDIO PORTION:

1. Dial in 1 (866) 740-1260
2. Enter Pass code: 4879293 #

(When you dial in, please "mute" your phones (using *6) during the call.
At the end of the session, if they have questions or comments, use *7 to un-mute their phone.

FOR THE ONLINE (WEB) PORTION (PowerPoint Slides):

On the web, go to <http://www.readytalk.com>

1. Enter the same Access Code as audio: 4879293 (in the participant's login)
2. Click on the "Join" button

FY 2007 LENDER RANKINGS OCTOBER 1, 2006 – APRIL 30, 2007

<u>Lender</u>	<u>7(a)</u>	<u>Gross \$</u>	<u>504 Participation</u>	<u>504 Participation \$</u>
Bank of America	182	\$ 4,780,000	4	\$ 2,747,175
Superior Financial Group	157	\$ 1,367,500		
Capital One	102	\$ 5,035,000		
BB&T	52	\$ 15,449,300	2	\$ 3,022,000
Business Loan Center	47	\$ 7,092,400		
Innovative Bank	39	\$ 575,000		
Wachovia	36	\$ 18,214,400	4	\$ 3,824,001
CIT	34	\$ 17,932,700	1	\$ 506,000
Surrey Bank & Trust	32	\$ 3,401,500		
Bank of Granite	29	\$ 4,658,800		
Self-Help Credit Union	26	\$ 1,585,500		
PNC Bank	18	\$ 4,766,300	1	\$ 1,761,000
SunTrust Bank	16	\$ 1,004,700	3	\$ 577,050
Banco Popular	14	\$ 5,035,800		
New Century Bank	12	\$ 8,716,500		
Community West Bank	11	\$ 3,733,500		
Capital Bank	10	\$ 705,175	2	\$ 1,990,000
Comerica	10	\$ 5,067,200	2	\$ 1,185,000
Wells Fargo	10	\$ 370,000		
Bank of Stanly	9	\$ 910,100	1	\$ 958,000
Community South Bank	9	\$ 6,698,900	5	\$ 7,413,000
Southern Bank & Trust	8	\$ 753,000		
Small Business Loan Source	7	\$ 2,444,000		
Unity Bank	5	\$ 2,849,500	1	\$ 1,950,000
Coastal FCU	4	\$ 305,000		
Aquesta Bank	3	\$ 1,015,800	1	\$ 305,000
First Citizens	3	\$ 1,619,200	21	\$ 6,390,000
NewTek	3	\$ 381,500		
UPS Capital	3	\$ 652,500		
Wilshire State Bank	3	\$ 825,000		
Asheville Savings Bank	2	\$ 200,000		
Business Carolina, Inc.	2	\$ 300,000		
Commerce Bank	2	\$ 425,000		
Fidelity Bank	2	\$ 120,000	5	\$ 1,859,040
First National Bank & Trust	2	\$ 826,000		
First National Bank of Shelby	2	\$ 250,000		
Ocean Bank	2	\$ 560,000		
RBC Centura	2	\$ 478,000	1	\$ 1,644,163
Southern Community Bank & Trust	2	\$ 478,000	1	\$ 258,824
Southern Comm. Finance Corp.	2	\$ 478,000		
United Central Bank	2	\$ 3,399,000		
Bank of the Commonwealth	1	\$ 200,000		
Cabarrus Bank & Trust	1	\$ 200,000		
California Bank & Trust	1	\$ 35,000	1	\$ 381,000
Crescent State Bank	1	\$ 1,090,000	1	\$ 362,500
First Carolina State Bank	1	\$ 200,000		
First Community Bank	1	\$ 525,000		
First National Bank of SO	1	\$ 200,000		
First Trust Bank	1	\$ 400,000	1	\$ 290,000
Greater Bay Bank	1	\$ 1,849,000		

FY 2007 LENDER RANKINGS OCTOBER 1, 2006 – APRIL 30, 2007

Greater Bay Bank	1	\$	1,849,000		
Irwin Franchise Capital	1	\$	396,000		
Lehman Brothers Bank	1	\$	200,000		
Lexington State Bank	1	\$	120,000	2	\$ 760,000
Mechanics & Farmers Bank	1	\$	602,550		
Metro City Bank	1	\$	1,550,000		
Mountain 1st Bank	1	\$	100,000		
Omni National	1	\$	2,000,000		
Smith River Community Bank	1	\$	10,000		
Stearns Bank	1	\$	300,800		
Temecula Valley Bank	1	\$	1,968,300		
The Bank of Asheville	1	\$	1,300,000		
The Huntington National Bank	1	\$	1,442,000		
United Community Bank	1	\$	412,000		
United Midwest Savings Bank	1	\$	1,860,000		
Woori Bank	1	\$	700,000		
Totals	940	\$	153,120,425		
<u>Certified Development Corps.</u>					
Self-Help Ventures Fund	41	\$	21,019,000		
BEFCO	19	\$	11,312,000		
Centralina Dev.	16	\$	9,378,000		
Asheville-Buncombe Dev.	7	\$	4,973,000		
Neuse River Dev.	3	\$	4,323,000		
Northwest Piedmont Dev.	3	\$	1,431,000		
Wilmington Industrial Dev.	3	\$	1,513,000		
Smoky Mountain Dev.	2	\$	920,000		
CDC Small Business Financial	1	\$	864,000		
Totals	95	\$	55,733,000		
Zions Bank				9	\$ 15,283,700
Bank of Commerce				2	\$ 1,740,000
First Bank				2	\$ 498,060
GE Capital				2	\$ 4,967,500
HomeTrust Bank				2	\$ 1,442,500
Regions Bank				2	\$ 1,773,000
State Bank of Texas				2	\$ 5,005,000
Carolina First Bank				1	\$ 364,750
Citizens South Bank				1	\$ 913,000
First Charter				1	\$ 185,250
First South Bank				1	\$ 625,000
Great Western Bank				1	\$ 1,225,000
Harrington Bank				1	\$ 1,290,000
Lending Source LLC				1	\$ 1,587,200
Macon Bank				1	\$ 742,250
Navy FCU				1	\$ 300,000
Peoples Bank				1	\$ 558,418
Quadrant Financial				1	\$ 817,000
Shelby Savings Bank				1	\$ 325,250
Temecula Valley Bank				1	\$ 3,320,000
Yadkin Valley Bank				1	\$ 1,196,000
Totals				95	\$ 82,342,631